

Message Text

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E.O. 11652: N/A

TAGS: BGEN ESTC UR

SUBJECT: GULF SIGNS S&T COOPERATION AGREEMENTS WITH SOVIET
MINISTRIES

1. DURING CALL ON AMBASSADOR FEB 20 GULF OIL PRESIDENT JAMES LEE STATED THAT COMPANY HAD JUST SIGNED SCIENTIFIC/TECHNOLOGICAL COOPERATION AGREEMENTS WITH STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY (SCST) AND MINISTRIES OF GEOLOGY, OIL INDUSTRY, PETROLEUM REFINING AND PETROCHEMICAL INDUSTRY, CHEMICAL INDUSTRY AND COAL INDUSTRY. GULF WAS INFORMED BY SOVIETS THAT COMPANY IS FIRST FOREIGN FIRM TO REACH SUCH ACCORD WITH MINISTRIES OF GEOLOGY AND PETROLEUM REFINING AND PETROCHEMICAL INDUSTRY.

2. COOPERATION AGREEMENT TERMS FOLLOW CUSTOMARY FORMAT, CALLING FOR DISCUSSION OF JOINT RESEARCH/DEVELOPMENT OPPORTUNITIES IN GAS EXTRACTION, MANUFACTURE OF METHANOL, PRODUCTION OF ALFA OLEFIN PETROCHEMICALS, AND COAL LIQUEFACTION. LEE NOTED THAT GULF'S INTEREST LIES IN OPPORTUNITIES FOR ACQUISITION OF CHEMICAL PRODUCTS IN COMPENSATION FOR GULF ASSISTANCE IN CONSTRUCTION OF PETRO-CHEMICAL REFINING FACILITIES IN USSR. LOCATION AND NATURE OF THESE ARE NOT YET FIXED.

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3. GULF PARTICIPATION IN EXPLORATION/EXPLOITATION OF SAKHALIN OIL DEPOSITS ALSO AROSE DURING COMPANY VISIT. ACCORDING TO LEE, NEGOTIATIONS BETWEEN SOVIETS AND JAPANESE/GULF PARTNERS ARE NEAR COMPLETION. HE BELIEVES THAT TWO QUADRANTS OF AREA NOT ALREADY COMMITTED TO JAPANESE, NORTHWEST AND SOUTHEAST, WILL COME TO GULF. COMPANY ANTICIPATES LIQUIDATION OF INVESTMENT IN CRUDE OIL WITH QUANTITIES AND PRICE BASE YET TO BE DETERMINED.

4. COMMENT: GULF REPRESENTATIVES FOUND BUSINESS ATMOSPHERE IN MOSCOW EXCEPTIONALLY FAVORABLE AND LEE REMARKED THAT TALKS HAD GONE EXTRAORDINARILY WELL, WITH EVERY MINISTRY INVOLVED EXERTING ITSELF TO BE HELPFUL. REGARDING PROBABLE NEED FOR VALIDATED EXPORT LICENSES IN CONNECTION BOTH WITH IMPLEMENTATION OF COOPERATION AGREEMENTS AND WITH OFF-SHORE DRILLING OPERATIONS, LEE AS WELL AS GULF'S DIRECTOR FOR EASTERN EUROPE MOSGOVOY NOTED THAT COMPANY UNDERSTANDS REQUIREMENTS AND WILL BE KEEPING IN CLOSE TOUCH WITH APPROPRIATE US GOVERNMENT AGENCIES ON ALL ASPECTS OF SOVIET TIES.

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